

REQUEST FOR PROPOSALS

McCoy Stadium & Pawtucket Downtown Development Pawtucket, Rhode Island

Issue Date: April 2, 2019
Due Date: April 25, 2019

Rhode Island Commerce Corporation

and

City of Pawtucket, Rhode Island

A. PURPOSE

The Rhode Island Commerce Corporation (Corporation), on behalf of the City of Pawtucket, Rhode Island (City), is seeking proposals from individuals, firms and/or organizations (Respondent) who are interested in using, redeveloping and operating McCoy Stadium, potentially securing a professional sports team for that facility, and redeveloping sites in the City of Pawtucket's Downtown Development Area for ancillary or sports-related uses.

B. INTRODUCTION

The Corporation is a quasi-public economic development agency of the State of Rhode Island. The City has asked the Corporation to utilize its expertise to assist them with the redevelopment of McCoy Stadium as well as potential sites in the City of Pawtucket Downtown Development Area. McCoy Stadium is currently used by the Pawtucket Red Sox, but this team has indicated that it will move to Worcester, MA for the opening of the 2021 baseball season.

C. BACKGROUND

McCoy Stadium Facts

An aerial site photo is attached as Exhibit A.

Opened: 1942

Site: 28.7 acres

Seating: Approximately 10,031 as configured for baseball

Field: Natural grass, with working irrigation system and drainage

Field lighting: Infield: 89 foot-candles; Outfield: 68 foot-candles

Scoreboard: Yes, two (2) positioned in left and right fields

Restrooms: Women's: WC 63

LV 33

Men's: WC 12

LV 33

UR 40

Locker rooms: AAA standard home team and visiting team

Press box: Yes, elevated behind home plate

Suites: Yes, at field level

Event capabilities: Baseball, soccer, football, lacrosse, field hockey and other field sports as well as music and entertainment events.

McCoy Stadium has a long history of minor league baseball since 1946 and has been the home of the Pawtucket Red Sox (PawSox) since 1969. In addition, McCoy has been the home to many high school athletic events, festivals and concerts. Owned and operated by the City of Pawtucket, McCoy is currently utilized by Pawtucket Public Schools for sports-related events. It is also currently available for rent by other groups.

There are two municipally-owned facilities on the McCoy site. The first is a natural surface field currently used for high school football games and other athletic sports and events. If the Respondent desires to use the field for other purposes that preclude high school or other public athletic events, it must accommodate the high school events and other public athletic events on the new field or at another location in conformance with Federal recreation funding requirements.

The second facility is Fire Station Company 3. The City of Pawtucket is planning to construct a new Public Safety complex. Once operational in 2023 (estimate), Fire House Company 3 will no longer be needed, and the building and land can be available to the operator of McCoy Stadium.

Parking

There are 420 parking spaces on the Stadium site. The City has identified 400 additional spaces in the vicinity of the Stadium on two municipally-owned properties: Joseph Jenks Junior High School and Fire Station 3. It is anticipated that the Fire Station will close in 2023 making this parcel available for parking (approximately 40 spaces). There are also 50 on-street parking spaces located in close proximity and an additional 335 parking spaces are potentially available in privately-owned lots. It should be noted that no agreements exist with the owners of these private lots for Stadium parking (see Exhibit B).

The Stadium is easily accessible from Interstate 95 (less than ½ mile) and is approximately 1.1 miles from the new Pawtucket/Central Falls Commuter Rail Station, scheduled to open in 2021 (see Exhibit C.) Currently under construction, this new intermodal transit center will allow riders to switch modes easily between commuter rail and Rhode Island Public Transit Authority's (RIPTA) statewide bus network. When complete, the commuter rail stop will join three other stations (Providence, T.F. Green and Wickford Junction) serviced by the Massachusetts Bay Transportation Authority (MBTA), with numerous stops in Massachusetts en route to South Station in Boston. Construction commenced December 2018 and is expected to be completed by 2022.

Pawtucket Downtown Development Area

The Pawtucket Downtown Development Area is comprised of the Downtown and Riverfront as well as key sites such as McCoy Stadium and the former Memorial Hospital property. The majority of the Downtown Development Area is located within designated Federal Opportunity Zones. As described further in the RFP, the Downtown Development Area enjoys great transportation access with connections to Interstate 95, commuter rail to Boston and Providence, a bikeway network and access to the Blackstone and Pawtucket Rivers. Over two million sf of vacant or underutilized space and dozens of acres are available for development within this area and the City offers flexible mixed-use zoning and expedited permitting.

Information, construction project plans, specifications and the McCoy Stadium Study also known as the “*Pendulum Study*” can be found at:

<https://commerceri.com/mccoy-stadium-rfp/>

It is anticipated that the successful respondent will carefully consider the findings in this study, conduct an independent assessment of the stadium, as needed, and develop a thoughtful renovation and improvement plan that adequately balances various considerations including life safety, deferred maintenance, minimum facility codes and standards, and financial feasibility to operate the venue at a profit.

It should be noted that the McCoy Stadium Study also known as the “*Pendulum Study*” contemplated McCoy as a single-use AAA baseball stadium.

D. PROJECT OBJECTIVES AND SCOPE

1. *Secure continued uses of McCoy Stadium with a strong preference for a professional sports tenant*

The Corporation and the City seeks proposals from a professional sports team or operator of a sport team(s) or a concert entertainment operator at McCoy Stadium. Respondents are encouraged to form partnerships in order to provide more than one form of entertainment.

2. *Provide for the upgrade and repair of the Stadium*

Plans are required to describe proposed renovations to McCoy Stadium based upon proposed use(s). Such renovations may include, but not be limited to:

- upgrades to stadium's grass playing field
- replacement or refurbishment of the stadium and outfield seating
- lighting and sound system upgrades
- providing a portable stage and equipment for entertainment venues
- upgrades to food service and concession facilities
- upgrades to restroom and locker room facilities
- upgrades required to meet and exceed building code and ADA compliance.

It may also be necessary to produce a phased plan to complete all upgrades. Please provide a list of the upgrades based on the perceived ranking of most needed to least needed. Please note that applicants are encouraged to maximize private investment and limit public investment. Please see Section F (Evaluation Criteria).

3. *Establish an operational management program for the Stadium*

The respondents must present a management plan for the Stadium that will describe the operations required at the field and overall site, as well as for maintenance and capital improvements.

The Plan should include:

- a. Specified Stadium building program for their particular use(s) (e.g., fixed and total seating capacity, premium seating inventory, group/party areas, team/artist facilities, etc.)
- b. Providing a proposed cost of upgrades/repairs (range would suffice) and potential phasing schedule (if applicable)
- c. Identify potential project funding sources, both public and private, and provide anticipated level of funding respondent is willing to commit to proposed upgrades/repairs, including proposed sources of funding. Respondent should also identify the level of expected public funding and assist in identifying potential sources of said funds
- d. Provide an initial idea of proposed lease terms, revenue splits, and the funding of an annual capital reserve with the City
- e. Parking requirements.

4. *Identify community and economic development opportunities near McCoy and in the Pawtucket Downtown Redevelopment Area*

The respondents will, in collaboration with its partners and affiliates, present a strategy that

will address development opportunities and plans for the Pawtucket community. The strategy shall include workforce training, economic development and community engagement.

E. ESTIMATED RFP TIMETABLE

ACTIVITY	DATE
1. RFP Issued	Tuesday, April 2, 2019
2. Optional Tours of McCoy Stadium and or Alternative Sites	April 8, 9, 10, 2019 Please email Pawtucket Director of Administration Dylan Zelazo at: dzelazo@PAWTUCKETRI.com and mccoyrfp@commerceri.com to arrange a tour
3. Deadline for Questions	Friday, April 12, 2019 at 2:00 PM (EST)
4. Responses Provided to Questions	Wednesday, April 17, 2019 at 2:00 PM (EST)
5. Deadline for Submission	Thursday April 25, 2019 at 2:00 PM (EST)

Following the deadline of submission, applicants will be informed of whether they are invited to interview.

Questions, interpretations, or clarifications concerning this RFP should be directed by e-mail to mccoyrfp@commerceri.com no later than 2:00 pm on Friday, April 12, 2019. Responses to questions, interpretations, or clarifications concerning this RFP will be posted online via addendum at www.commerceri.com and www.purchasing.ri.gov on Wednesday, April 17, 2019 to ensure equal awareness of important facts and details.

It is the responsibility of respondents to check the Corporation's website periodically for any addenda or exhibits.

F. EVALUATION CRITERIA

The Corporation and the City shall consider the following criteria in evaluating your firm and its response:

	Points
1. Proposed use(s) of facility. Respondents must provide a thorough and detailed description for their proposed use (s) of the stadium, adjacent field and ancillary facilities. Indicate the sport or sports, its level and entertainment venues, if any.	33
2. Respondent's and partners experience, technical competence, financial plan and capacity to perform the renovations as well as ongoing maintenance and repairs.	33
3. Private capital investment. Applicants are encouraged to maximize private investment and limit public investment. Probability of revenue return and economic impact to the City of Pawtucket and State of Rhode Island.	33
Total	99
*MBE/WBE/DisBE Participation (additional potential points)	6

*In accordance with R. I. Gen. Laws §§ 37-14.1-1 and 37-2.2-1 it is the policy of the State of Rhode Island to support the fullest possible participation of firms owned and controlled by minorities (MBEs) and women (WBEs) and to support the fullest possible participation of small disadvantaged businesses owned and controlled by persons with disabilities (Disability Business Enterprises a/k/a "DisBE")(collectively, MBEs, WBEs, and DisBEs are referred to herein as ISBEs) in the performance of procurements and projects involving agencies of the State of Rhode Island. As part of the evaluation process, respondents will be scored and receive points based upon their proposed ISBE utilization rate in accordance with 150-RICR-90-10-1, "Regulations Governing Participation by Small Business Enterprises in State Purchases of Goods and Services and Public Works Projects". As a condition of contract award the contracting party shall agree to meet or exceed the proposed ISBE utilization rate and that the rate shall apply to the total contract price, inclusive of all modifications and amendments. Respondents shall submit their ISBE participation rate on the following form entitled "MBE, WBE and/or DisBE Plan Form", which shall be submitted in a separate, sealed envelope as part of the proposal (see Exhibit E). ISBE participation credit will only be granted for ISBEs that are duly certified as MBEs or WBEs by the State of Rhode Island, Department of Administration, Office of Diversity, Equity and Opportunity or firms certified as DisBEs by the Governor's Commission on Disabilities. The current directory of firms certified as MBEs or WBEs may be accessed at <http://odeo.ri.gov/offices/mbeco/mbe-wbe.php>. Information regarding DisBEs may be accessed at www.gcd.ri.gov.

For further information, visit the Office of Diversity, Equity & Opportunity's website, at <http://odeo.ri.gov/> and see R.I. Gen. Laws Ch. 37-14.1, R.I. Gen. Laws Ch. 37-2.2, and 150-RICR-90-10-1.

G. SUBMISSION REQUIREMENTS (SPECIFIC)

Submissions must include the following:

- 1) Cover letter summarizing submission and identifying principals, proposed uses and describing capability to perform. The respondent will list all proposed sports uses, including the level of sports as well as any other uses if applicable. The cover letter should also include a primary contact person with a telephone number, mailing address and email address.
- 2) Detailed description of proposed use(s) for McCoy Stadium, including business and marketing plans if appropriate. If such uses include a professional sports team, please identify respondent's rights, affiliations and/or permission to represent such team and league in the RFP process. The Respondent must also present a proposed use plan which identifies the number of dates from all activities and uses including home games and practices of the primary tenant(s). Please provide an estimated ticket pricing plan for the events planned for the venue on an annual basis.
- 3) Detailed annual budget and description of annual capital improvements necessary to meet the uses identified in submission. A description of the phasing of improvements including estimated costs is required. Respondents are required to provide a cost estimate that is consistent with the building program, design and anticipated phased development timeline. The City's expectation is that a lease and or development agreement will be entered into no later than December 30, 2019. The lease agreement estimate shall include, but is not limited to:
 - total project costs including pre-development costs
 - renovation and/or construction hard costs
 - soft costs
 - contingencies
 - financing costs and all other costs so that the anticipated full cost to develop the venue is provided.The cost estimates should be inclusive of any site preparation costs including any demolition, infrastructure improvements, and relocation of existing facilities, etc.
- 4) Sources of funding for such improvements identified in Item (3) above; this shall include the Respondent's proposed investment and whether they would require and/or offer shares of ownership to be purchased by local investors.
- 5) Plan to manage/operate proposed facilities, including proposed operating proforma showing annual revenues and expenses. Such plan shall also include credentials and relevant experience of the proposed management team. Respondent shall also identify changes, if any, that might be required to the City of Pawtucket's ordinance in order to facilitate such management plan. Respondent shall propose responsibilities for Capital Maintenance and Reserve and cost overruns. Respondents are asked to propose lease terms between the private entity and the City. Respondents are also asked to include details regarding plans and opportunities for development and investment as it relates to the community.
- 6) Supplemental or alternative redevelopment Sites in the City of Pawtucket Downtown Development Area. Respondents have the option of proposing alternative or supplemental

redevelopment site(s) in the City of Pawtucket Downtown Redevelopment Area described in Exhibit D. For any alternative or supplemental site(s) identified, respondents must submit information requested in items 1-5 above (translated and/or adapted to the supplemental or alternative site) . In addition, respondents are required to provide details of ancillary development that they intend to develop in conjunction with a sports/entertainment facility. Details must include but not be limited to: the size, location and type of development, financing plan, public financing participation if any, jobs created, and job opportunities that will be offered to local residents. Respondents are also asked to describe their Opportunity Zone structure if they intend to participate.

H. SUBMISSION REQUIREMENTS (GENERAL)

Respondents shall include general information as identified below in their submission:

- **Firm/Organization Information**: Include a description of the firm/organization, its history, ownership structure, officers and directors and number of employees. Provide information regarding any contractual litigation, arbitration and mediation cases for the last five (5) years that are material or relevant to this RFP.
- **Comparable Experience**: Provide a brief history of the firm/organization's relevant or comparable large-scale development projects, similar entertainment and associated development projects, as well as any experience with public-private ventures and the results of those experiences. Include a description of the company's professional qualifications that demonstrate extensive experience with such projects. Include details on financial commitment and participation on previous projects.
- **Staff and Roles**: Provide a description of key staff that would be involved in the McCoy Stadium redevelopment, along with their roles, experience and qualifications.
- **Financial Strength**: Provide proof of firm/organization's financial capacity, such as credit information, credit references and audited financial statements for the last 3 years, as evidence that the firm/organization has financial capacity to perform in accordance with the plan making up this submission.
- **References**: Identify at least three (3) references for projects where your firm/organization has been involved in a large-scale development project, similar entertainment and associated development projects or public/private partnership. Explain the role your firm/organization performed/continues to perform. For each reference, please include a contact name, telephone number and email address of the individual.
- **Other Relevant Information**: Provide any other information that would be appropriate and helpful in determining the respondent's capacity and reliability to perform these services, including marketing materials, background information or descriptive examples of the firm/organization's work.

FORMAT REQUIREMENTS

Responses to this RFP are due on **Thursday, April 25, 2019 by 2:00pm.**

Respondents are required to submit:

- One (1) original copy
- Eleven (11) additional paper copies
- Electronic copies on two (2) USB flash drives

Respondent submissions shall be drafted in an organized manner, bound or presented in a three-ring binder, with sections appropriately tabbed and identified in both paper and electronic formats. Preferred formatting is 8.5" x 11".

Greater detail regarding supporting information and documentation will assist the Corporation and City in the evaluation of responses. Information such as marketing materials, corporate brochures, personnel policies and fiscal policies and procedures should be included as exhibits.

Submissions must be delivered in a sealed package with the name and address of the respondent clearly noted. Submissions should be clearly marked on the packaging envelope as:

**Rhode Island Commerce Corporation
Attn: MCCOY STADIUM &
PAWTUCKET DOWNTOWN DEVELOPMENT RFP
315 Iron Horse Way, Suite 101
Providence, RI 02908**

I. SELECTION

All proposals will be reviewed and evaluated by the Rhode Island Commerce Corporation and the City of Pawtucket. Proposals will be reviewed and evaluated based upon information contained in the respective submission packages and their responsiveness to the submission criteria.

The Rhode Island Commerce Corporation and the City of Pawtucket shall have the right to request additional information from and review additional records of any or all respondents or undertake site visits of existing projects or request meetings with applicants. Failure to comply with such requests may result in elimination from further consideration.

The Rhode Island Commerce Corporation and the City of Pawtucket at their sole discretion, may interview none, one, some, or all the respondents who submit to this RFP.

Rhode Island Commerce Corporation and the City of Pawtucket reserve the right to reject any or all proposals for not complying with the terms of this RFP or accept partial submissions in their discretion.

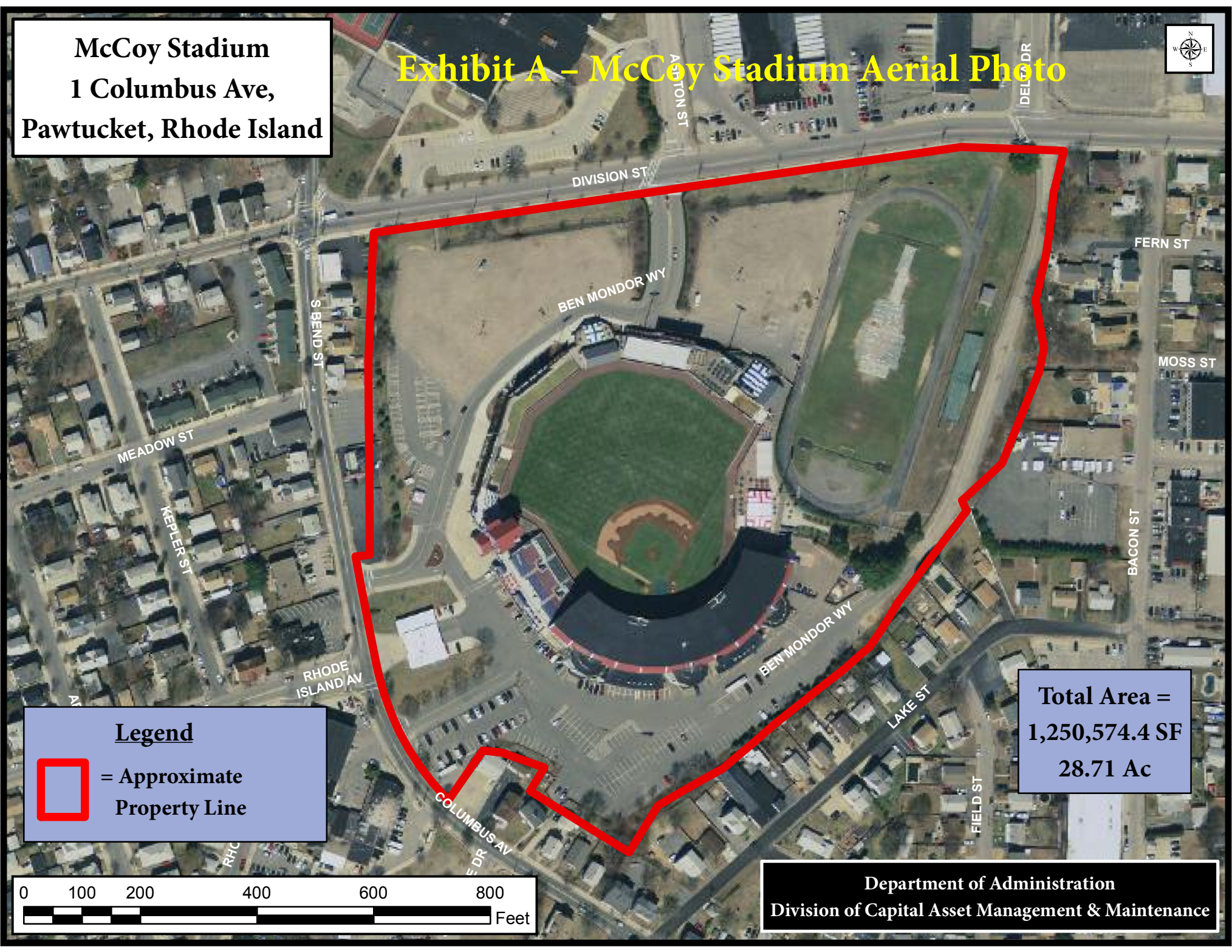
The Rhode Island Commerce Corporation and the City of Pawtucket may also waive or defer any requirements or elements within this RFP. Rhode Island Commerce Corporation and the City of Pawtucket reserve the right to split the responses by applicant type; location and activity and evaluate accordingly.

The Rhode Island Commerce Corporation and the City of Pawtucket may reasonably amend or adapt their review, evaluation criteria, scoring, requests, and assessments pertaining to supplementary and alternative sites as appropriate.


The Rhode Island Commerce Corporation and the City of Pawtucket, at their sole discretion, may extend the dates listed in this RFP or cancel this RFP at any time. By responding to this solicitation, no respondent is vested with any rights in any way whatsoever.

McCoy Stadium
1 Columbus Ave,
Pawtucket, Rhode Island

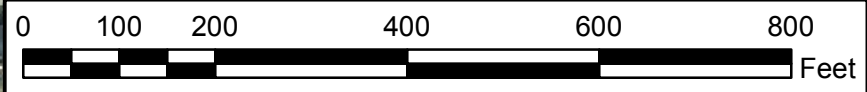
Exhibit A – McCoy Stadium Aerial Photo



Legend

 = Approximate Property Line

Total Area =
1,250,574.4 SF
28.71 Ac



Department of Administration
Division of Capital Asset Management & Maintenance

McCoy Stadium & Nearby Parking Areas

Parking Areas:



McCoy Stadium Parking
(Approximately 420 Spaces)



Available On-Street parking (At
Least 50 Spaces)



Potentially Available Private
Parking Space (200 Spaces)



Potentially Available Private
Parking (60 Spaces)



Potentially Available Private
Parking (75 Spaces)



Potentially Available School
Parking (54 Spaces)



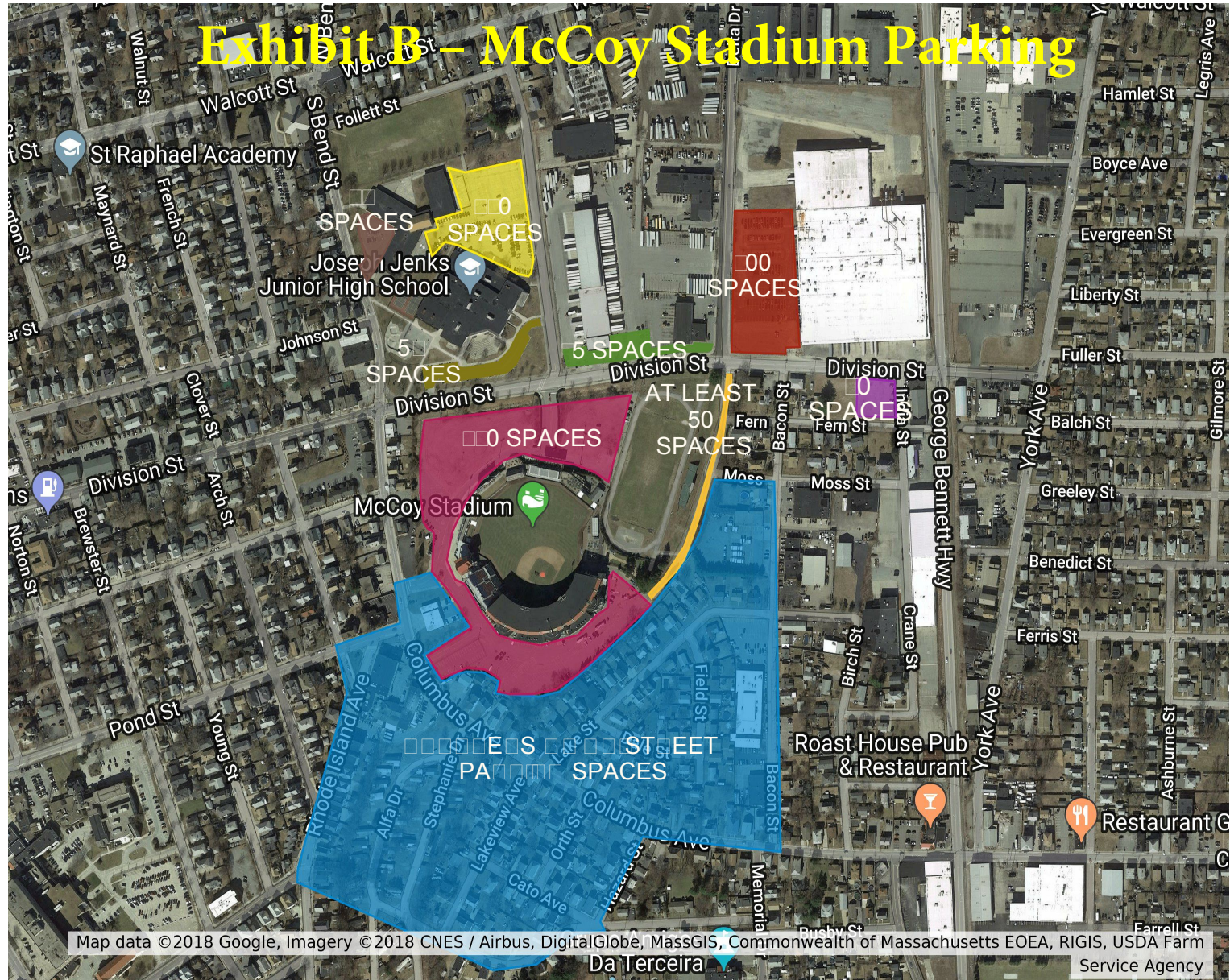
Potentially Available School
Parking (180 Spaces)



Potentially Available School
Parking (33 Spaces)

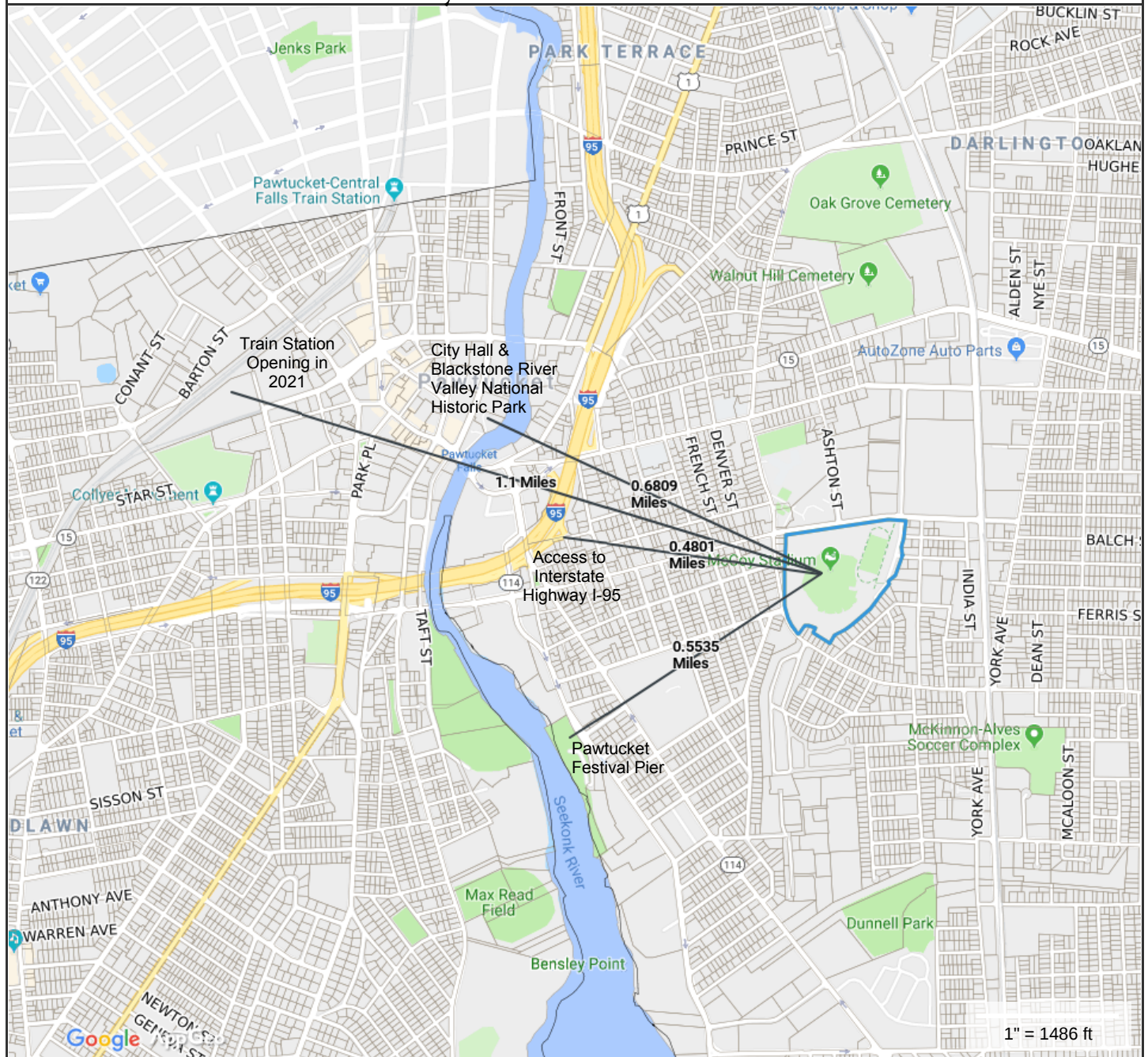


Areas with an Abundance of
On-Street Parking (Hundreds
of Spaces)



Distance of McCoy Stadium to Local Amenities

Exhibit C – McCoy Stadium Distance to Local Amenities



Property Information

Property ID 260630
 Location 2 COLUMBUS AVE
 Owner CITY OF PAWTUCKET



MAP FOR REFERENCE ONLY NOT A LEGAL DOCUMENT

City of Pawtucket, RI makes no claims and no warranties, expressed or implied, concerning the validity or accuracy of the GIS data presented on this map.

Geometry updated 11/16/2018
 Data updated 10/05/2018

**CITY OF PAWTUCKET
DOWNTOWN DEVELOPMENT AREA**

Legend

 Opportunity Zone Census Tracts

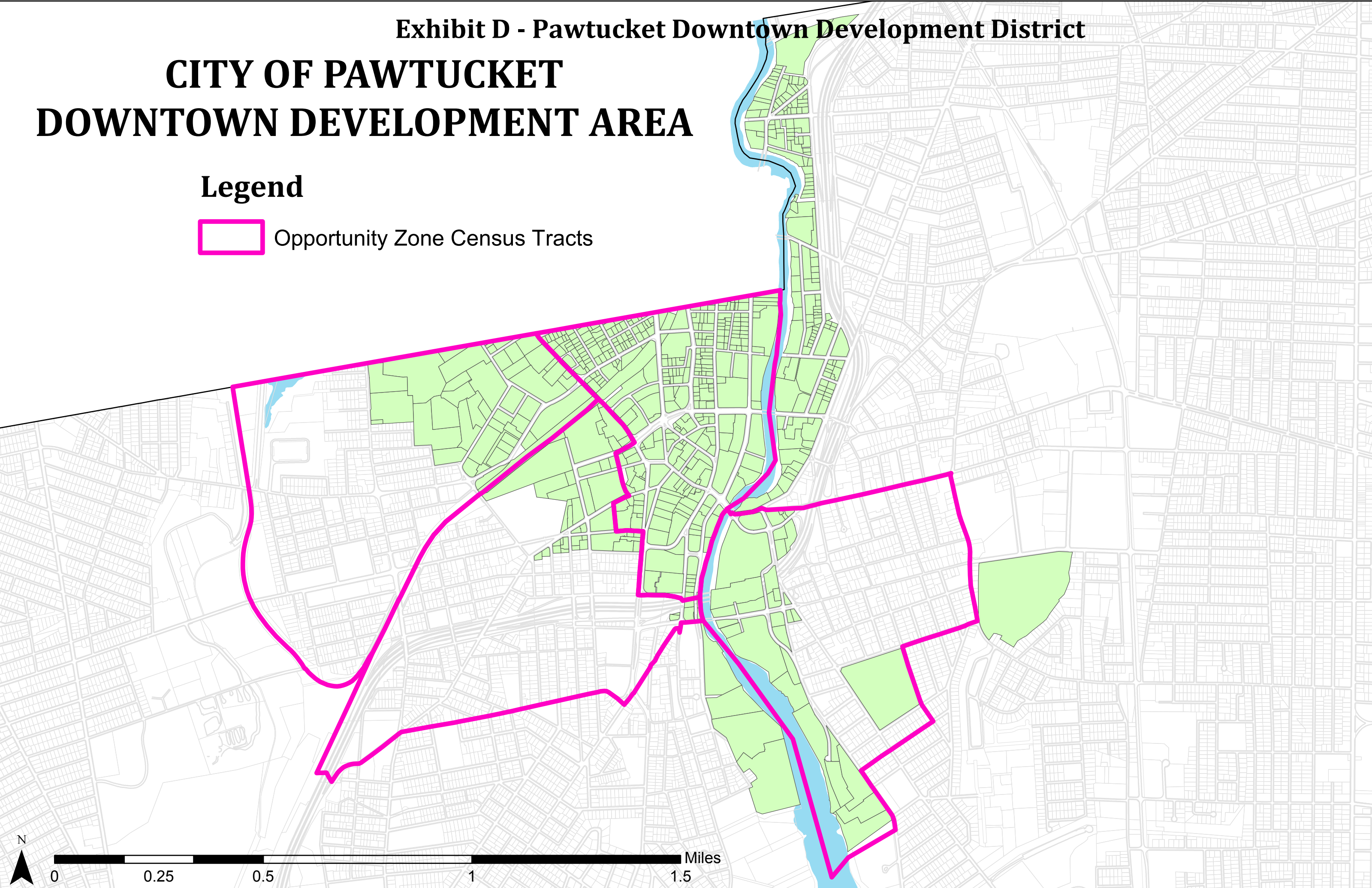


EXHIBIT E

PROPOSER ISBE RESPONSIBILITIES AND MBE, WBE, AND/OR DISABILITY BUSINESS ENTERPRISE PARTICIPATION FORM

A. Proposer's ISBE Responsibilities (from 150-RICR-90-10-1.7.E)

1. Proposal of ISBE Participation Rate. Unless otherwise indicated in the RFP, a Proposer must submit its proposed ISBE Participation Rate in a sealed envelope or via sealed electronic submission at the time it submits its proposed total contract price. The Proposer shall be responsible for completing and submitting all standard forms adopted pursuant to 105-RICR-90-10-1.9 and submitting all substantiating documentation as reasonably requested by either the Using Agency's MBE/WBE Coordinator, Division, ODEO, or Governor's Commission on Disabilities including but not limited to the names and contact information of all proposed subcontractors and the dollar amounts that correspond with each proposed subcontract.
2. Failure to Submit ISBE Participation Rate. Any Proposer that fails to submit a proposed ISBE Participation Rate or any requested substantiating documentation in a timely manner shall receive zero (0) ISBE participation points.
3. Execution of Proposed ISBE Participation Rate. Proposers shall be evaluated and scored based on the amounts and rates submitted in their proposals. If awarded the contract, Proposers shall be required to achieve their proposed ISBE Participation Rates. During the life of the contract, the Proposer shall be responsible for submitting all substantiating documentation as reasonably requested by the Using Agency's MBE/WBE Coordinator, Division, ODEO, or Governor's Commission on Disabilities including but not limited to copies of purchase orders, subcontracts, and cancelled checks.
4. Change Orders. If during the life of the contract, a change order is issued by the Division, the Proposer shall notify the ODEO of the change as soon as reasonably possible. Proposers are required to achieve their proposed ISBE Participation Rates on any change order amounts.
5. Notice of Change to Proposed ISBE Participation Rate. If during the life of the contract, the Proposer becomes aware that it will be unable to achieve its proposed ISBE Participation Rate, it must notify the Division and ODEO as soon as reasonably possible. The Division, in consultation with ODEO and Governor's Commission on Disabilities, and the Proposer may agree to a modified ISBE Participation Rate provided that the change in circumstances was beyond the control of the Proposer or the direct result of an unanticipated reduction in the overall total project cost.

B. MBE, WBE, AND/OR Disability Business Enterprise Participation Plan Form:

Attached is the MBE, WBE, and/or Disability Business Enterprise Participation Plan form. Bidders are required to complete, sign and submit with their overall proposal in a sealed envelope. Please complete separate forms for each MBE, WBE and/or Disability Business Enterprise subcontractor/supplier to be utilized on the solicitation.

MBE, WBE, and/or DISABILITY BUSINESS ENTERPRISE PARTICIPATION PLAN					
Bidder's Name:					
Bidder's Address:					
Point of Contact:					
Telephone:					
Email:					
Solicitation No.:					
Project Name:					
<p>This form is intended to capture commitments between the prime contractor/vendor and MBE/WBE and/or Disability Business Enterprise subcontractors and suppliers, including a description of the work to be performed and the percentage of the work as submitted to the prime contractor/vendor. Please note that all MBE/WBE subcontractors/suppliers must be certified by the Office of Diversity, Equity and Opportunity MBE Compliance Office and all Disability Business Enterprises must be certified by the Governor's Commission on Disabilities at time of bid, and that MBE/WBE and Disability Business Enterprise subcontractors must self-perform 100% of the work or subcontract to another RI certified MBE in order to receive participation credit. Vendors may count 60% of expenditures for materials and supplies obtained from an MBE certified as a regular dealer/supplier, and 100% of such expenditures obtained from an MBE certified as a manufacturer. This form must be completed in its entirety and submitted at time of bid. Please complete <u>separate forms</u> for each MBE/WBE or Disability Business Enterprise subcontractor/supplier to be utilized on the solicitation.</p>					
Name of Subcontractor/Supplier:					
Type of RI Certification:		<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> Disability Business Enterprise			
Address:					
Point of Contact:					
Telephone:					
Email:					
Detailed Description of Work To Be Performed by Subcontractor or Materials to be Supplied by Supplier:					
Total Contract Value (\$):			Subcontract Value (\$):		ISBE Participation Rate (%):
Anticipated Date of Performance:					
I certify under penalty of perjury that the forgoing statements are true and correct.					
Prime Contractor/Vendor Signature			Title		Date
Subcontractor/Supplier Signature			Title		Date